RJ Reynolds
Tobacco Company

Mark Young
New York Metro Region

August 11, 1998

To: Nick Kuruc
George Moulton
Art Groll
Lanny Wolfe
Audrey Evanchik

Subject: Structure Changes for Chain Divisions

Dear Managers,

The attached page shows the specific accounts by position for the realignment. First of all, I have to apologize for the delay in getting this project going. I still don't have the go-ahead on the Account Manager position *(previously Audrey's)* that will be positioned in NYC .... in terms of the individual that will be filling it. I hope to have this filled in the next 2 weeks.

As you can see on the attached page, we will be turning over 7 accounts to Philadelphia *(maybe more)*. Art, in terms of your new accounts in New Jersey. You can now begin to contact them with Audrey when she can work it into her schedule. At the same time Geroge should have somebody begin to fill-in the accounts that Art is giving up .... just for a very short time period.

If you have any questions, please give me a call.

Sincerely,

Mark Young

cc: Greg Mitchell
Mike McHugh
Rory O'Rourke

51842 4167

Source: https://www.industrydocuments.ucsf.edu/docs/hldp0000

Kam G. N. Kuruc, Jr.

1. Quick Chek
2. Hess Oil Corporate
3. Hess Oil New Jersey Division
4. Grand Union Supermarkets *(minimal)*
5. A & P Supermarkets *(minimal)*
6. Wakefern / Corp. & warehouse
7. Foodarama Supermarkets
8. Shoprite Supermarkets
9. Village/Starns Supermarkets
10. Inserra Shoprite Supermarkets
11. Glass Shoprite Supermarkets
12. Ronetco Shoprite Supermarkets
13. Andy K's Stores / Smokers Paradise CTS
16. Hudson News *(minimal)*

1. Pathmark corp.to Philly
2. Pathmark warehouse to Philly

AM Lanny Wolfe

1. Home Liquor Stores
2. Callio Shoprite stores (3)
3. Bernstein wholesale
4. Burke wholesale
5. Edmond Kliner wholesale
6. Eisler whoesale
7. Gliken Brothers wholesale
8. Irvington Tobacco
9. John Bricks wholesale
10. Kings tobacco
11. Hasley-Myrtle Tobacco
12. Montiverdi Tobacco
13. North Jersey Tobacco
14. Patterson Tobacco
15. Pine Lessor Tobacco
16. Resnick / Plainfield Tobacco
17. Star Tobacco
18. United Candy
19. Vakisha Subjobber

3. Drug Fair Stores to Philly
4. Peter Dennis to Philly

AM Art Groll ..... accounts to be picked up from A. Evanchik

will be reporting to NJ Chain Division

1. Bottle King Stores
2. Glass Liquor Stores
3. Raceway Gas
4. Speedymart Stores
5. Exxon Corp. *(16 low-vol)*
6. Consolidated Simon Dist.
7. Thompson Okum Tobacco
8. Feranando Tobacco

Kings Supermarkets (no contracts)
Faber Coe & Greg (no contracts)
Krauser's (nothing to do)

5. Twin County Gro to Philly
6. Cumberland F. dist to Philly
7. Sun Oil Dist. to Philly

To be turned over to S/R's
Kimber petroleum (PMX)
Weisek/Nicholas Mkts (PMX)
Welsh Farms (PMX)

NOTE: Art will keep approximately 9 NYC accounts and turn the maining over to NY chain (new AM)

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